

\$46 million in new and retained sales
\$15 million in new investments
640 jobs created or retained

New Mexico Manufacturing Extension Partnership (New Mexico MEP) is part of a national network which provides technical and business resources to manufacturers who are prepared to expand their capabilities and increase profitability. New Mexico MEP has an experienced technical staff with more than 250 years combined experience in areas that include: Lean Manufacturing, Quality Systems, Supply Chain Management, Business Planning, and Technical Standards. New Mexico MEP delivers comprehensive solutions to help you strengthen your local and global competitiveness. New Mexico MEP is affiliated with the National Institute of Standards and Technology (NIST).



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* Impacts are based on clients receiving service in FY2009

CLIENT SUCCESS: LA PUERTA ORIGINALS, INC.

“The focus on flow of information through the sales, design and project management departments and into the shop resulted in better specifications coming into the shop in a timely manner. The increases in efficiencies in sales and project management combined with faster throughput times in the shop have opened up possibilities for more work orders. We look forward to maintaining a continuous improvement system in the future.”

Melissa Coleman, Owner
La Puerta Originals, Inc.

La Puerta Originals, Inc. Increases Productivity with Lean

La Puerta Originals, Inc., founded in 1992, manufactures antique architectural wood materials including ornate old world doors, architectural columns and corbels, gates, shutters, furniture, and cabinetry. The company employs 35 people at its facility in Santa Fe, New Mexico.

Situation:

The demand for La Puerta Originals products, especially doors and gates, in the high-end custom home market had grown beyond the capacity of La Puerta. The leadership of the company chose to expand the operation and engaged the New Mexico Manufacturing Extension Partnership (New Mexico MEP), a NIST MEP network affiliate, to assure that the expansion produced the desired increase in productivity, profitability, and efficiency.

Solution:

New Mexico MEP provided training in Lean Manufacturing Principles for La Puerta's production, sales and design staffs. Key employees in the production area created a Value Stream Map (VSM) of the manufacturing process. From the VSM, the team identified a layout for the new equipment and other opportunities for improving the speed of work going through the line. Next, the sales and design staff in conjunction with key employees from manufacturing created an administrative VSM to identify problems in the sales and design process that had negative impacts on manufacturing's ability to deliver products on time. The teams put together action plans to address both the manufacturing and administrative opportunities. The solutions for the manufacturing process resulted in faster time through the line, improved capacity, and the ability to predict and meet delivery dates. The solutions implemented in the sales and design departments have resulted in reduced hassle for the customers, improved information for manufacturing, greater on-time deliveries to customers, improved customer satisfaction, and improved cash flow.

Results:

- * Anticipated sales increase of \$200,000.
- * Reduced lead time from 20 weeks to 8-12 weeks.
- * Improved customer satisfaction.

Created 12
new jobs